

Message Text

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STATE: J. MANDEL-VIA PHONE

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TO AMEMBASSY BUDAPEST

UNCLAS STATE 168959

E.O. 11652: N/A

TAGS: HU

SUBJ: LABOR MISSION ON MANAGEMENT DEVELOPMENT

ATTENTION: TREICHEL

1. DEPARTMENT OF LABOR HAS RECRUITED A THREE MEMBER MISSION OF TOP RANKING AMERICAN INDUSTRIALISTS TO CONDUCT THE SEMINAR IN BUDAPEST ON "TOP LEVEL MANAGEMENT DEVELOPMENT". THE TEAM IS COMPRISED OF: MR. A.W. KLAUSER, SECRETARY AND COPORATE DIRECTOR FOR COMMUNICATIONS, DOW-CORNING CORPORATION, MIDLAND, MICHIGAN; MR. JOHN W. BOTH, VICE PRESIDENT, SALES, MOLYBDENUM DIVISION, AMERICAN METAL CLIMAX CORPORATION, GREENWICH , CONN.; AND MR. J.E. BICKEL, VICE PRESIDENT, INDUSTRY RELATIONS, MONROE AUTO EQUIPMENT COMPANY, MONROE, MICHIGAN. BIO-DATA WILL FOLLOW.

2. THE MISSION WILL ASSEMBLE IN WASHINGTON SEPTEMBER 11 TOJOINTLY DEVELOP A OUTLINE THAT DEALS WITH U.S. EXPERIENCES IN MARKET FORECASTING; MARKETING TECHNIQUES; DECISION MAKING PROCESS;
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FORMULATION OF COMPANY POLICY; ORGANIZATION OF PRODUCTION

SCHEDULES AND FACILITIES; PLANT EXPANSION; PLANNING NEW PLANTS AND PRODUCT DIVERSIFICATION; INDUSTRIAL RESEARCH AND DEVELOPMENT; PUBLIC RELATIONS; INTERPERSONAL RELATIONSHIP (PERSONNEL RELATIONS AND HUMAN RELATIONS); AND SALES PROMOTION TECHNIQUES.

3. MISSION PREPARED TO OFFER SUGGESTIONS ON HOW HUNGARIANS CAN DO BUSINESS IN THE U.S. OUTLINE WILL BE CABLED TO THE EMBASSY ASAP.

4. THE PERIOD OF THE MISSION VISIT TO HUNGARY REMAINS AS ORIGINALLY AGREED, OCTOBER 6 THROUGH OCTOBER 13. THE MISSION MEMBERS WILL DEVELOPE PROGRAM AND MATERIAL FOR A THREE TO FOUR DAYS; EITHER IN ONE THREE HOUR SESSION PER DAY OR TWO, TWO HOUR SESSIONS PER DAY. AMPLE TIME WILL BE PROVIDED FOLLOWING FORMAL PRESENTATIONS TO ALLOW FOR QUESTIONS AND GIVE AND TAKE DISCUSSIONS WITH HUNGARIAN PARTICIPANTS.

5. REQUEST EMBASSY CONSULT WITH THE HUNGARIAN SPONSOR TO DETERMINE (A) THE NUMBER OF DAYS AND (B) THE PERIOD OF TIME EACH DAY THAT WILL BE DEVOTED TO FORMAL SEMINAR ACTIVITIES.

6. DEPARTMENT OF LABOR ANTICIPATING EMBASSY UTILIZING THE MISSION'S PRESENCE TO ORGANIZE ACTIVITIES OUTSIDE THE FORMAL SEMINAR CONTEXT, SUCH AS INFORMAL MEETINGS WITH OFFICIALS OF THE HUNGARIAN MINISTRY OF LABOR, CHAMBER OF COMMERCE, TRADE OFFICERS, VISITS TO INDUSTRIAL ENTERPRISES; AND IF POSSIBLE TOURS OF INDUSTRIAL PLANTS.

7. REQUEST EMBASSY BEGIN RECRUITING INTERPRETERS FOR THE SEMINAR AND MAKING ARRANGEMENTS FOR SITE. DEPARTMENT OF LABOR EXPECTS HUNGARIANS TO PROVIDE FACILITIES WITH SIMULTANEOUS TRANSLATING EQUIPMENT.

8. DEPARTMENT OF LABOR HAS INFORMED AMBASSADOR DESIGNEE OF PROJECT DURING U.S. BRIEFING MEETING.

9. GERALD HOLMES OF DEPARTMENT OF LABOR/ILAB WILL ACCOMPANY TEAM AS GOVERNMENT OFFICER. RUSH

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